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Message Text

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16
ACTION NEA-13

INFO OCT-01 EUR-25 ISO-00 CIAE-00 DODE-00 PM-07 H-03

INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03

SS-20 USIA-15 SAM-01 OMB-01 MC-02 ACDA-19 DRC-01 IO-14

AID-20 IGA-02 SAB-01 TRSE-00 COME-00 EB-11 /188 W
---------- 049520
R 021230Z FEB 74
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 8662
INFO AMEMBASSY LONDON
AMEMBASSY ROME

C O N F I D E N T I A L KUWAIT 0415

FROM QUINLAN MUSCAT

EO 11652: GDS
TAGS: MASS MU IT
SUBJ: MILITARY HELICOPTERS SALES TO OMAN

REF: KUWAIT 0416

SUMMARY: BELL HELICOPTER
REP SIGNED CONTRACT FOR FIVE BELL
205 A-1S WITH OMANI GOVT FOR DELIVERY OCTOBER-DECEMBER 1974.
OMANIS HAVE ALSO ORDERED 205S FROM AGUSTA-BELL FOR DELIVERY
MAY TO AUGUST, BUT ARE SERIOUSLY SHORT OF HELICOPTERS AT
PRESENT. IF BELL CAN SWITCH ORDERS TO ADVANCE DELIVERY DATE,
THIS WOULD BE MOST HELPFUL TO OMANIS, USG POSITION HERE, AND
PROBABLY TO COMPANY AS WELL IN LONG RUN. ACTION REQUESTED:
THAT DEPT MAKE URGENT APPROACH TO BELL TO EXPEDITE HELICOPTER
DELIVERY. END SUMMARY

1. BELL HELICOPTER REP MOORE FROM BRUSSELS SIGNED CONTRACT
JAN 29 FOR FIVE BELL 205 A-1S WITH SPARE PARTS TOTALLING US
DOLLARS 3,639,000, FOR DELIVERY OCTOBER THROUGH DECEMBER.
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GOVERNMENT OF OMAN HAS ALSO ORDERED SEVEN AGUSTA-BELL 205S

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FOR DELIVERY MAY TO AUGUST AND WILL RECEIVE THREE AGUSTA BELLS AS GIFTS FROM ABU DHABI IN JULY AND AUGUST.

2. AGUSTA-BELL FIRST OFFERED DELIVERY WELL INTO 1975, BUT AFTER DIRECT REPRESENTATIONS IN ROME, ITALIAN GOVERNMENT AGREED TO GIVE UP ITS PRIORITY ORDERS TO OMAN.

3. MEDIUM AND LONG-TERM PROSPECTS FOR OMAN HELICOPTER FLEET NOW EXCELLENT AND WILL PERMIT NEW AND MORE AGGRESSIVE TACTICS. HOWEVER TWO HELICOPTERS LOST THIS MONTH ALONE AND FLEET DOWN TO FIVE PLUS TWO DAMAGED AND UNDER REPAIR. ANY FURTHER LOSSES BEFORE MAY MIGHT FORCE PULLBACK OF OMAN FORCES AND EVEN WITH-DRAWAL FROM KEY SIMBA POSITION. INCIDENTALLY, 25 HELICOPTERS EXPECTED WITH 1200-MAN IRANIAN BATTLE GROUP, BUT ONLY FIVE ARRIVED. ALL IRANIAN HELICOPTERS FULLY ENGAGED WITH IRANIAN FORCES AND NONE AVAILABLE FOR BACK-UP OR SUPPLY TO OMANI FORCES.

4. MOORE TELLS US HE IS UNABLE TO ADVANCE DELIVERY DATE, BUT TOLD US OFF THE RECORD HE BELIEVED THAT BELL COMPANY IN US MIGHT BE PERSUADED TO SWITCH ORDERS TO PERMIT EARLIER DELIVERY DATE. HE SUGGESTED DEPARTMENT CONTACT BOB RAMSEY OR W.T. ROCKWELL OF BELL IN WASHINGTON. FYI: MOORE BELIEVES HE CAN WEAN OMANIS AWAY FROM AGUSTA FOR FUTURE ORDERS IF HE WOULD SPEED UP RECENT ORDER.

5. COMMENT: WE ARE PLEASED OMANIS ABLE TO GET QUICK DELIVERY AGUSTA-BELL HELICOPTERS BUT URGE THAT USG MAKE SIMILAR EFFORT WITH BELL. SULTAN HAS ALWAYS UNDERSTOOD USG TO BELIEVE HIS EFFORTS CONTAIN DHOFAR REBELLION ARE IMPORTANT. EARLY DELIVERY, EVEN IF ONLY OF TOKEN NUMBER HELICOPTERS, WOULD BE POSITIVE SUPPORT THAT WOULD BE DEEPLY APPRECIATED HERE. STOLTZFUS

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